
**FEATURES OF THE SYSTEM OF FINANCING AND FORECASTING OF
MODERN CLUSTERS OF VITICULTURE IN UZBEKISTAN**

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Annotation:

The article discusses the financing and advantages of cluster approaches in the agro-industrial complex in the grape industry. The foreign experience of creating and developing clusters is analyzed. The forecast and planning of cultivation of competitive industrial grape varieties is made. The issues of cultivation and the application of optimization methods in improving the structure of grape plantations, the production of grapes and its processing into finished products are considered.

Keywords: cluster, agro-cluster, technological competitiveness, forecasting, producers, consumers, market, agricultural sector, agriculture, products, competition, region, logistics.

Introduction

In modern conditions of economic development, there is a growing interest in the formation of production and technological clusters. The creation of production and technological clusters requires significant prerequisites. There are such prerequisites in the economy of Uzbekistan, in particular, national enterprises that have entered the world markets are functioning. Due to the development of their business, enterprises invest heavily in scientific research and technical developments, consolidate their efforts with major foreign partners to gain access to modern technologies, and participate in the global division of labor.

In Uzbekistan, as in all spheres, fundamental reforms are being carried out in the fruit and vegetable industry, in order to develop the fruit and vegetable industry, the regulatory framework of their activities is being improved. Fruit and vegetable growing occupies an important place in the agriculture of our country. In the republic, the sown area of vegetables is 189.7 thousand hectares, fruit and berry - 271.6 thousand hectares (including 221 productive vineyards), the area of vineyards – 114.5 thousand hectares (including productive vineyards). 103.6) thousand hectares. 69.7 thousand hectares or 61 percent of the vineyards of our republic belong to farms, 39.1 thousand hectares or 34 percent belong to farmers and homesteads. In 2016-2019, the yield of vineyards in all categories of farms averaged more than 138.4 quintals per hectare, in farms - 110.5 quintals.

In the Republic of Uzbekistan, 46-53 percent of the total grape harvest grown falls on farms. In recent years, the export potential of our country's fruit and vegetable products

has been increasing, in particular, the demand for grapes grown in our country and dried products from it has been increasing. Our country has a great potential for exporting wine and other grape products abroad. However, the use of these opportunities is not at the level of demand. The construction of new processing plants, reconstruction and modernization of existing ones have slowed down significantly, as a result of which the wine and juice products produced in our Republic, which were popular, high-quality and competitive at the time, have lost their place in the CIS, especially in the Russian markets.

The main part. In this regard, the enterprises for the production and processing of grapes are tasked with establishing activities in accordance with the requirements of the time, attracting investment, launching new production facilities, increasing export volumes and expanding their geography. In the decree of the President of the Republic of Uzbekistan dated February 28, 2018 "On measures to radically improve the wine industry and the sale of alcoholic beverages" "a sharp reduction in the area of technical grape varieties, slow introduction of advanced methods of their cultivation, low productivity of vineyards, as well as farms. It was not for nothing that it was noted that insufficient interest became a systemic reason for the decline in wine production and inefficient use of processing capacities. This decision sets a number of tasks to increase grape plantations and the development of winemaking in our republic. Due to inattention to the share of types of products in the production of grape-processing enterprises, the production of grape wine has decreased by 2.5-3 times compared to other alcoholic beverages over the past 10 years. Enterprises producing primary wine have the ability to process 200,000 tons of grapes, due to the lack of raw materials, only 15% of the 14 million decaliters of wine-making capacity are used. Since only 25% of wineries have been modernized, and the rest use outdated equipment, 25 enterprises with a production capacity of about 4 million decaliters of finished packaged wine products operate at 57% capacity. The main reason for this is the decrease in the area and productivity of vineyards. In the current era, three criteria always prevail in the competitiveness of the wine market: product quality, consumer prices and assortment. The quality of products and consumer prices directly depend on the processing technology, and the assortment depends on the grape variety. 10,000 hectares of existing vineyards in our republic are wine varieties, of which 4.3 hectares belong to the enterprises of JSC "Uzsharobsanoat". Due to the fact that the amount of grapes produced in these fields cannot cover the production needs of processing enterprises, by 2022 it was planned to increase the area of vineyards with high-quality wine grape varieties to 10 thousand hectares at Uzsharobsanoat enterprises.

According to German experts, the cluster is the most reasonable way to win in a strong, uncompromising competitive environment of the future. After all, such a mechanism can adapt to any conditions, effectively consistently solves both economic and social problems, strengthens the competitiveness of not only a certain region, but also the state in the international arena, increases its prestige. In addition, this system, considered an important stage in the transition to an innovative economy, serves to deepen the

integration of science, education and production, and the rapid introduction of new innovative technologies into practice.

There is a need to coordinate the activities of all directions in the fruit and vegetable industry of our country, that is, solving problems in their direction to one goal, first of all, it is necessary to develop a system of mutually beneficial economic relations between production and processing enterprises based on new modern methods of organizing agribusiness, that is, together with processing industry enterprises, based on a cluster approach, because the emergence of agro-industrial integration using the cluster method provides some simplification of mutual organizational and economic relations between fruit and vegetable industries and the organization on the basis of mutual interest, that is, the dependence of external and internal relations increases.

The development of agro-clusters in Uzbekistan is the most effective and correct way. After all, even in unfavorable years for agriculture, common jobs and wages are maintained at the expense of other cluster organizations. That is, the influence of the vagaries of nature on business and employee incomes is reduced. Crop rotation will be possible and soil fertility will be restored.

In the conditions of market relations, at the next stages of reforms in the fruit and vegetable complex in the directions determined by the leadership of our country and based on the experience of developed foreign countries, integration processes, qualitatively new organizational and economic relations and the creation of market entities, in particular, it is necessary to pay serious attention to the organization and development of agro-industrial clusters.

Analysis

For the implementation of projects for the intensive development of fruit and vegetable growing, the acreage has been significantly expanded, storage and processing facilities for fruit and vegetable products have been launched, financial resources, including funds from international financial institutions, are being attracted. actively involved.

firstly, the failure to fully use market mechanisms of mutual cooperation between producers and producers of fruit and vegetable products in the placement of consumer crops and their varieties on the market of fruit and vegetable crops;

secondly, the low level of compliance with contractual discipline by small agricultural producers, which is manifested in such actions as timely, high-quality, complete or complete non-fulfillment of concluded contracts;

thirdly, the mechanization of agricultural labor, the introduction of modern intensive, primarily water-saving technologies, their maintenance and the lack of favorable opportunities for transportation, accumulation of financial resources for the independent entry of agricultural producers to the foreign market;

fourth, agricultural producers are unsatisfactorily provided with seeds and seedlings of high-yielding and high-quality varieties that are in demand in the markets;

fifth, the lack of in-depth scientific research on topical issues of agrotechnologies of various crops and their implementation, the low level of interaction between scientific institutions and agricultural producers.

The analysis of cluster structures allows us to identify the following characteristic properties of the cluster:

- the presence of a cluster core around which all the subjects of the cluster structure are united;
- equality of all cluster participants to the resources of the region (natural resources, labor, scientific and technical, financial, etc.);
- freedom of entry to participate in the cluster, the existence of many connections in the cluster;
- the presence of centripetal forces in the cluster, forcing them to cooperate with competing enterprises that require innovation.

Currently, agribusiness is completely abandoning the old system and building a completely new continuous chain, that is, cooperation and a cluster system. To this end, several large export clusters have been created in the agricultural market of our country, efforts are being made to create a value chain in agriculture and increase incomes, connect producers of products to an entrepreneur working with a clear market and an obvious financial source.

On the basis of newly created cooperatives, land is allocated on the basis of rent from 1 to 5 hectares. 1 trillion soums will be allocated for the creation of new orchards and vineyards within the framework of the "Every family is an entrepreneur" program.

For the development of horticulture, 20 million seedlings will be grown annually, and since April 1, 2020, the import of seedlings that do not have a "healthy" certificate has been stopped.

In order to increase the production of fruit and vegetable products by 8-10% per year and grow more than 1 million tons of additional products by 77 thousand, sow on 200 thousand hectares by the ninety-five method.

Table 1. Vineyard areas by type of farms in Tashkent region

Types of farms	Area, hectare				
	2017	2018	2019	2020	2021
Farms	11536	11628	10990	11151	11635
Dehkan farms	5175	5283	5297	5303	5304
Agricultural enterprises	1258	1201	1895	1197	1289
Total by all farms	17969	18112	18182	17651	18228

Taking into account the needs of domestic and foreign markets and soil and climatic conditions for fruit and vegetable clusters, planting crops, determining the volume of production, their variety and type, as well as concluding contracts with farmers and peasant farms for the purchase of agricultural products prepared by them, the right to make an independent decision is presented;

Fruit and vegetable clusters will be allocated land plots for the organization of nurseries, including logistics centers (infrastructure buildings of refrigerators, warehouses, processing plants, laboratories, machine-technical stations).

The production of competitive wine depends a lot on the quality and characteristics of the grape variety. Success also depends on the correct implementation of planning and forecasting of results at each stage of the production chain. Planning and forecasting of growing competitive industrial grape varieties can be presented in the form of the following model.

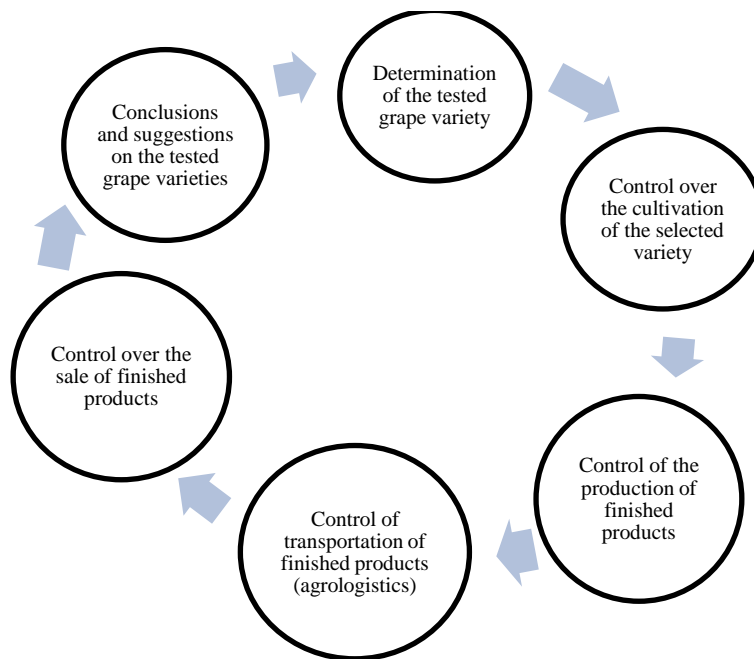
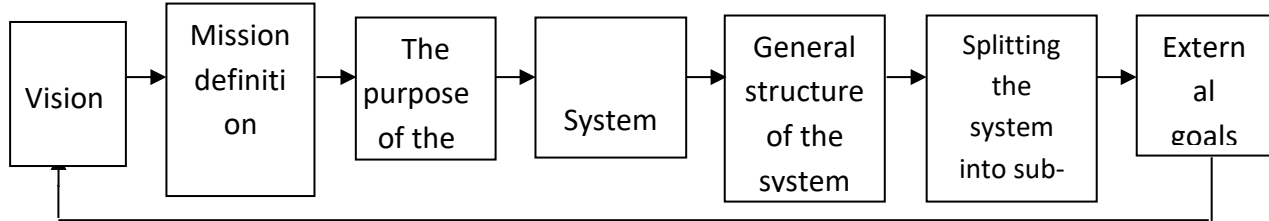


Fig. 2. Forecasting, planning and logistics of growing competitive industrial grape varieties

In the system of predictive and analytical calculations in the grape and wine industry, the functional purpose of the industry model is to coordinate economic and industry indicators at each stage of the production process. It is based on a step-by-step calculation of the intersectoral balance based on data provided by accountable organizations.

The analysis shows the high efficiency of the industrial clustering process.

The application of the system cluster approach and its methods in the justification of economic development allows for a transition from a fragmentary consideration of individual measures to the development of a set of measures at each stage, ensuring the unity, purposefulness and interconnectedness of all elements (Fig.1).



The scheme is compiled by the authors.

Fig. 1. Elements of cluster system modeling development of the agricultural and industrial sector

To attract credit lines of international financial organizations and institutions, including to the authorized capital of fruit and vegetable clusters, with the right to redeem these deposits by founders - residents of the Republic of Uzbekistan;

Opening of credit lines in commercial banks to finance the export of fruit and vegetable clusters, producers and exporters of other fruit and vegetable products;

Expanding the volume of credit lines of international financial institutions to finance projects for the organization of nurseries, fruit and vegetable cluster logistics centers, the construction of greenhouses and the laying of intensive gardens;

To send agronomists and other workers of fruit and vegetable clusters, modern intensive gardens and greenhouses to leading specialized foreign companies for training and internships for up to one year, grant funds and technical assistance funds from international organizations will be attracted.

To date, about 50% of the economies of the leading countries are covered by the driver of economic growth - clustering. The leader in the number of clusters (380), uniting more than half of enterprises and producing 60% of GDP, is the United States.

In Italy, 43% of all employees in the industry work in 206 industrial clusters. Enterprises belonging to clusters provide more than 30% of the country's exports.

There are more than 60 special clusters in China, uniting about 30 thousand enterprises with 3.5 million employees, they sell products worth about \$ 200 billion a year.

Conclusions. In connection with the above, 506 clusters have been created in Uzbekistan for 2018-2022. In January-December 2022, industrial products worth 28.7 trillion soums were produced. Over the past five years, the volume of production has increased 32 times.

The volume of investments aimed at the development of clusters increased 5.2 times in 2018-2022, and the number of employees increased 2.5 times.

The share of clusters in the total volume of industrial exports in 2019 was 5%, and in 2022 it reached 11.4%.

At the same time, labor productivity in the cluster system in the period from 2018 to 2022 increased by 12.9 times, the return on investment ratio increased from 1.0 to 1.4.

The experience of the leading countries shows that clustering of the industry leads to increased efficiency and increased labor productivity in the economy.

In industries, clustering allows you to create a complete production chain from raw materials to finished products, as well as to concentrate such industries as science, trade, logistics in one system.

1. It will be important to actively promote the brand of Uzbek wine products and increase product awareness in traditional and potential foreign markets for grapes. In this regard, the following is proposed:

- active participation of Uzbek wine products in a large number of international exhibitions, fairs, competitions dedicated to winemaking;
- advertising promotion of domestic products through trading houses, diplomatic missions of Uzbekistan abroad;
- attracting marketing and PR companies of potential importing countries to promote Uzbek products in local markets;
- offering domestic wines to tourists visiting Uzbekistan.

5. A necessary condition for increasing the export potential of viticulture is the formation of an effective and developed agrolistics. In this regard, it is necessary to accelerate the creation of agrolistic centers that provide a wide range of services for the storage and transportation of products, selection and packaging of products in accordance with the requirements of foreign markets. At the same time, these agrolistic complexes should provide consulting services to agricultural producers on the conjuncture of agri-food markets, the requirements for fruit and vegetable products in the markets of importing countries.

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